F. E. Nosch

PACIFIC FRUIT EXPRESS COMPANY

PAC FRUIT EXPRESS CO.
SACRAMENTO CALIF.

March News Letter

San Francisco, March 20, 1957

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ALL P.F.E. EMPLOYEES:

P. F. E. Loadings

	1957			1956		
	PFE Cars	Foreigns	Total	PFE Cars	Foreigns	Total
February	26,824	1,606	28,430	30,046	1,872	31,918
Jan.-Feb.	54,765	2,698	57,463	59,783	3,453	63,236

CAR SITUATION

Use of foreign cars developing from unloads was discontinued February 26. At the same time PFEs releasing from unloads in the New England States were turned to B.A.R. service. Presently the car situation on contract lines is satisfactory and supplies will increase gradually during remainder of the month. Surplus PFEs developing throughout the East are being offered to eastern car lines and railroads for their perishable service.

CROP CONDITIONS

Along Union Pacific:

Idaho. A large storage supply of potatoes is available. Low prices and dull markets have obtained since last month and shipments have not reached the volume expected.

Pacific Northwest. There is a consistent seasonal movement of all commodities except apples and pears which are in lighter than normal supply due to the short crops resulting from the 1955 freeze.

Eastern District. Our loadings of potatoes and packing house products continue well below the movement of last year due primarily to increased use of trucks. Canned goods and miscellaneous commodities from Missouri River centers are holding up well and it appears these items will constitute the bulk of March loading.

Along Southern Pacific:

In Oregon, the Klamath potato movement has been lighter than usual because of increased local supplies in California, and in order to compete Klamath shippers have turned heavily to trucks. Medford pears should continue in normal volume of 80 to 90 shipments per week. Frozen foods and miscellaneous commodities from Willamette Valley are moving in normal volume.

Northern California. Movement of canned goods and frozen foods has returned to normal volume after the pre-tax day heavy movements. East Bay and Salinas vegetables are in good seasonal production in contrast to last year when a long period of rainy weather damaged crops.

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Northern California. Movement of canned goods and frozen foods has returned to normal volume after the pre-tax day heavy movements. East Bay and Salinas vegetables are in good seasonal production in contrast to last year when a long period of rainy weather damaged crops.

Asparagus loading from Stockton and Tracy areas is moving in volume, which should continue through the month. Porterville citrus crop is nearing end of harvest; however light shipping will continue into early April.

Southwest District. Warm weather in late February and early March damaged the earlier lettuce in Imperial Valley and hastened maturity of newer fields, resulting in an early completion of harvest. Yuma lettuce also was advanced and peak was passed by March 14. Crop will be finished early in April. Salt River lettuce is under way and will increase steadily to a peak late this month. Vegetable movement off West Coast of Mexico has been consistently good and should continue through March.

T&NO. Vegetable loading from Eagle Pass=Uvalde area is about finished. However, new lettuce crop is ready for harvest with light loading in prospect for last half of March. In Rio Grande Valley vegetable movement has passed peak and will decline gradually. Mexican cantaloupes are in full production and crossings will be in good volume next several weeks.

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At the Staff Meeting held in San Francisco February 28-March 2, Mr. F. Garrigues, Manager of Personnel, reported on an analysis he has made of our future requirements of officers and supervisors, based on foreseeable retirements only. The substance of his findings is given here as being of special interest to the younger members of the PFE organization:

> As of right now we can count absolutely on the compulsory retirement, by reason of age alone, of 144 of our officers and supervisors by the end of 1969, some 12 years hence. There are now about 325 of these officers and supervisors; the 144 represent over 44%. Some of these 144 will retire before reaching 67½ years, and the turnover may occur faster for other reasons. I would therefore guess that we will have to discover and promote into our group of officers and supervisors at least 150 men within the next 10 years. This is one phase of it. But in addition, we should discover those already within the existing group who are properly eligible for promotions within the group.
>
> These figures do not include the supervisors in our car shops below the rank of General Foreman. We have 75 of these supervisors. Their average age is about 54 years.
>
> I am therefore constrained to suggest that the problem of discovery and development of managerial and supervisory forces must be recognized, not as a side issue nor a secondary problem,but one of first-line importance.

The fact that so many of the better-paying jobs with P.F.E. will be vacated in the next 10 or 12 years certainly should suggest to our younger employees the desirability of adequate preparation along the lines most appealing to them, whether it be accounting, engineering,

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